Business Training Center Syllabus

Department of Economic Inclusion
805 Central Avenue
Suite 610
Cincinnati, Ohio 45202-1964
(513) 352-3144

Course Information

Introduction

The Department of Economic Inclusion training center classes are designed to help businesses of every size become more marketable so they can compete for contracts with the City as well as other companies.

Registration

Classes are open to all companies registered with the City of Cincinnati as well as those certified with the City as a small business, minority-owned business or woman-owned business. To register for the classes please email Michelle Sierschula at michelle.sierschula@cincinnati-oh.gov or call (513) 352-3144.

Class Structure

1. Business Training Center classes will run from January through April
2. Classes are held from 6:00 to 8:00 p.m.
3. Class sizes will vary depending on registration.
4. All classes will be held at Centennial Plaza 2, 805 Central Ave., 2nd Floor, Room B
5. Pre-registration desired through email to michelle.sierschula@cincinnati-oh.gov or call (513) 352-3144
6. Tuition $25.00 for the semester (paid at the door by cash or check made payable to City of Cincinnati - Treasurer)
7. Laptops, tablets, smart phones, encouraged.

Business Training Center Classes Syllabus
<u>Spring 2017</u>

<u>**Fastest Way to Increase Revenue**</u> – January 10, 2017
How can you access capital to grow your business? Do you know who the holders of the "green" are and how to get them to let some of that money come your way?

Join DEI as it brings in financial partners to discuss ways to increase your financial outlook so you can take your business to the next level. This is a class geared toward companies looking to grow, but in need of some financial backing to make it happen. DEI is bringing in individuals who are willing and able to work with you.
<u>Participants</u>
- ❖ Fifth Third Bank
- ❖ Hollis Commercial Funding
- ❖ Paychex
- ❖ Greater Cincinnati Microenterprise Initiative (GCMI)

<u>**Successful Bidders Show You How**</u> – February 15, 2017
You see a great package on the City's website and know you can do the work, but then do a double-take when it comes to the paperwork. All small and large businesses have been there and done that. What if the Department of Economic Inclusion can ease that anxiety?

"<u>Successful Bidders Show You How</u>" will help do just that. DEI is bringing in vendors who have been awarded contracts through the competitive process and who know how to maneuver through the paperwork. These vendors are willing to share their tips on responding to an RFP or bid in order to help your business grow one step at a time.

Let's Meet the Primes Part 2 – March 14, 2017
The Department of Economic Inclusion is doing its part to increase opportunities for MBE and WBE owners to do business with some of the major players in the City. Let's Meet the Primes Part 2 will allow representatives from various companies to come in and talk about how to make introductions, market what you have to offer, and make relationships work and last.   They will also be looking to you, as MBE and WBE, to help them understand how to reach out to you.

Participating companies include:
- ❖ Prus Construction
- ❖ Turner Construction
- ❖ Megen Construction
- ❖ College Hill Community Urban Redevelopment Corporation

Making My Certification Work for Me – Tuesday, April 18, 2017
You are a certified SBE, MBE or WBE and you want to know how these certifications can benefit your bottom line. This class is for you. We are bringing in individuals to talk about job opportunities that go beyond the City of Cincinnati. Find out how you can get involved in federal highway projects taking place right here in Hamilton County, how a $700 million dollar housing project could mean job opportunities for the next five years, or where you can go to get assistance in wading through the paperwork so that you're prepared to bid and win.

Participants include:
- ❖ Cincinnati Metropolitan Housing Authority
- ❖ Southwest Ohio Regional Transit Authority
- ❖ Procurement Technical Assistance Centers
- ❖ Minority Business Assistance Centers